

Message

---

**From:** Avvisato, Frank [Avvisato.Frank@epa.gov]  
**Sent:** 2/21/2020 2:01:49 PM  
**To:** Kat West [kwest@skeo.com]  
**CC:** Denman, Bill [Denman.Bill@epa.gov]; Lynette Vanderpool [lvanderpool@skeo.com]  
**Subject:** RE: North American Land Trust opportunity - meeting?

Yes that sounds great. Thanks for the update.

Frank J. Avvisato, Superfund Redevelopment Initiative Project Manager  
EPA/OLEM/OSRTI/ARD/CIPB  
703-603-8949



---

**From:** Kat West <kwest@skeo.com>  
**Sent:** Thursday, February 20, 2020 1:45 PM  
**To:** Avvisato, Frank <Avvisato.Frank@epa.gov>  
**Cc:** Denman, Bill <Denman.Bill@epa.gov>; Lynette Vanderpool <lvanderpool@skeo.com>  
**Subject:** North American Land Trust opportunity - meeting?

Hi Frank, happy Thursday! I hope you are feeling ok.

I wanted to update you on an opportunity: Bill and I just had the most fabulous conversation with Steve Carter, the President of the North American Land Trust (NALT). NALT currently holds 540 conservation easements in 23 states and they are looking to grow. They also are very interested in expanding into the contaminated property realm and redevelopment. They had a good experience working with Boeing in California on the Santa Susana site, and have worked with U.S. F&WS in the past. Bill Denman is introducing them to BASF and I know that Matt Sander is really interested in the potential of land trusts to solve some of the "mothballed property" issues.

Here's the good news - NALT is very interested in meeting and working with EPA and companies/redevelopers on Superfund sites.

**Bill & I were thinking that it might be great to schedule an in-person meeting when you are back in the office, maybe this summer, with NALT and some key EPA folks. Does that sound like something you'd be interested in? And if so, is there anything else you'd suggest before then?**

Below are some notes I took from the discussion:

- NALT got involved in contaminated property by going to Wildlife Habitat Council & wants to expand aggressively in this arena

- NALT's bread & butter are conservation easements, but owns a few preserves in fee simple title. It takes significantly more resources to own a site; but companies can set up a large endowment, indemnification, etc.
- What are some opportunities for EPA & land trusts?
  - Land trusts better stewards of the remedy
  - Community is bought in - good story
  - Helps prevent or unstick mothballed properties
  - **Streamline ICs** - Deed restrictions can take years or be impossible, instead of restrictive covenants potentially use a conservation easement ?
    - USFS & Corps often prefers CE to deed restrictions because more active stewardship and more enforceable
    - Companies can go to landowners and say "I'll give you a \$1000 for a CE that will be removed once the exposure has abated"
  - Helps with site-wide RAU
  - Potentially help prevent GW wells going in by uninformed drillers or landowners